

The background features several abstract blue watercolor-style shapes. In the top left, there are two overlapping, rounded shapes. In the top right, there are several curved, parallel lines that resemble a stylized wave or a series of concentric arcs. In the bottom left, there is a cluster of small, scattered blue dots of varying sizes. In the bottom right, there is a large, irregular, light blue shape that looks like a splash or a large drop.

MinusEnergy

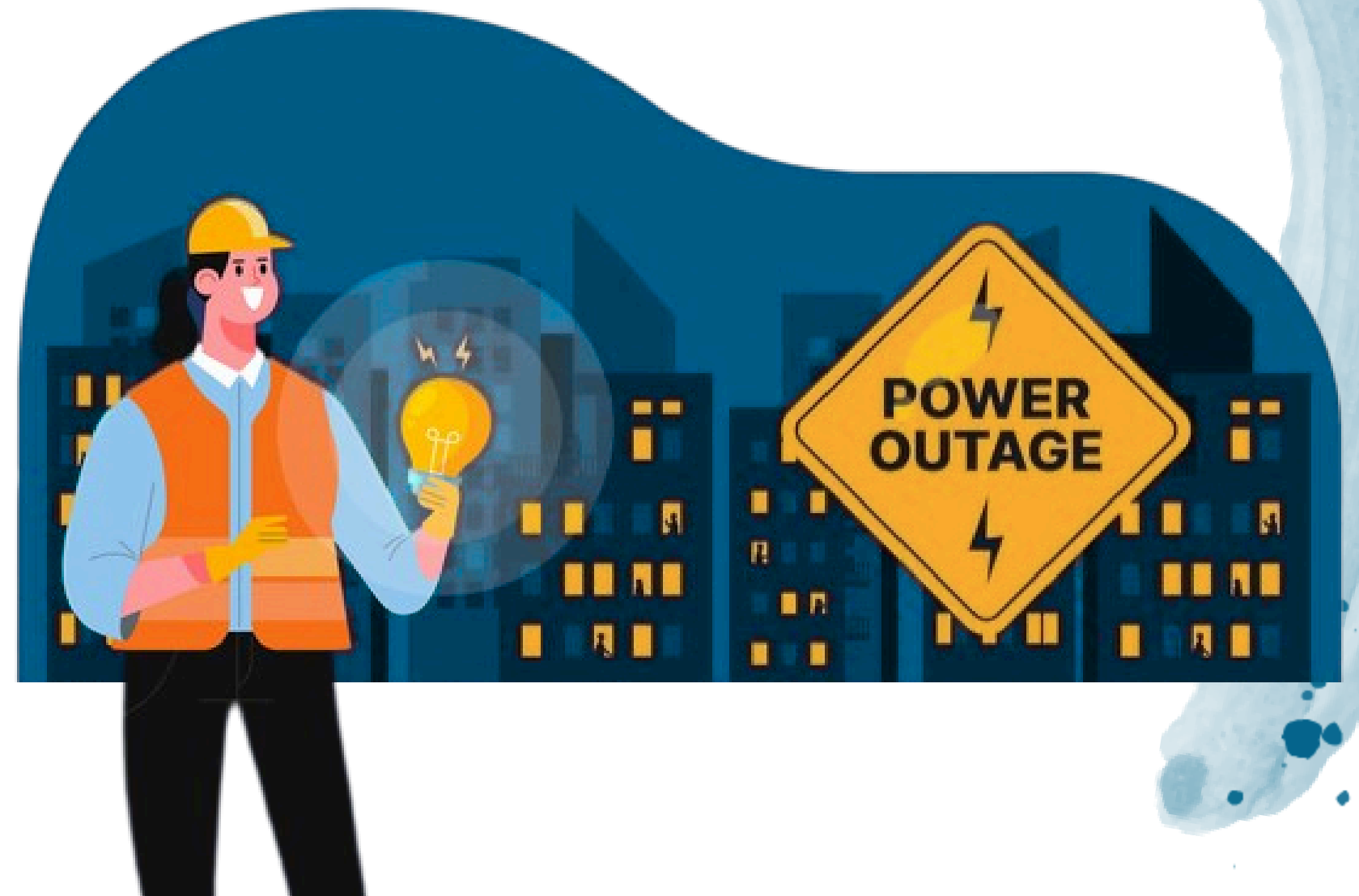
Team 10

Entrepreneurship, Innovation and Technology Transfer

The Problem

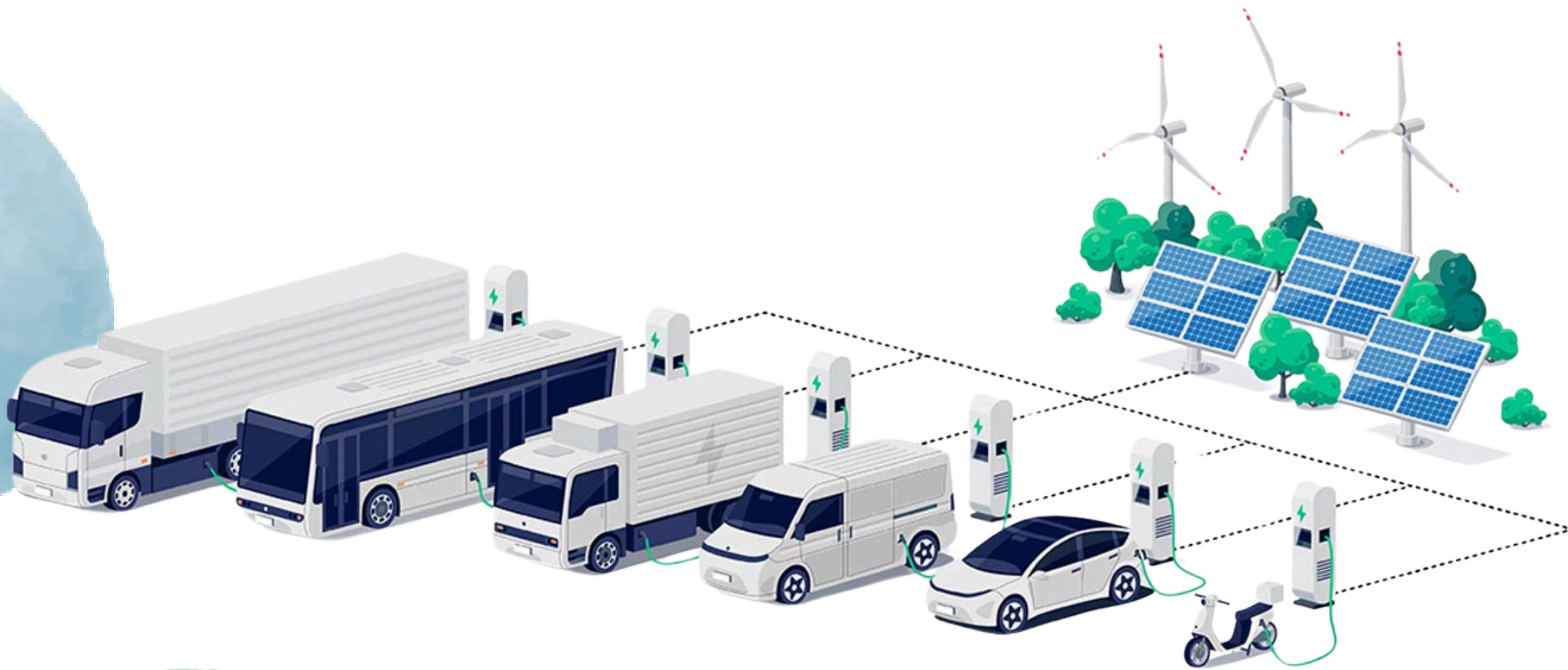
High Energy Bills

Power Outage Backup

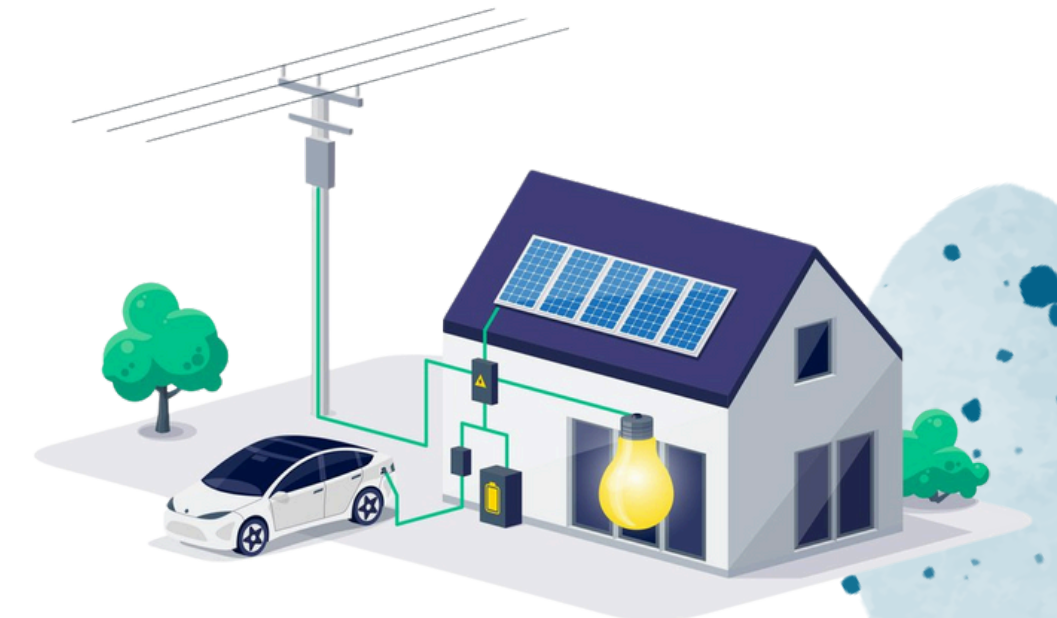


The Market

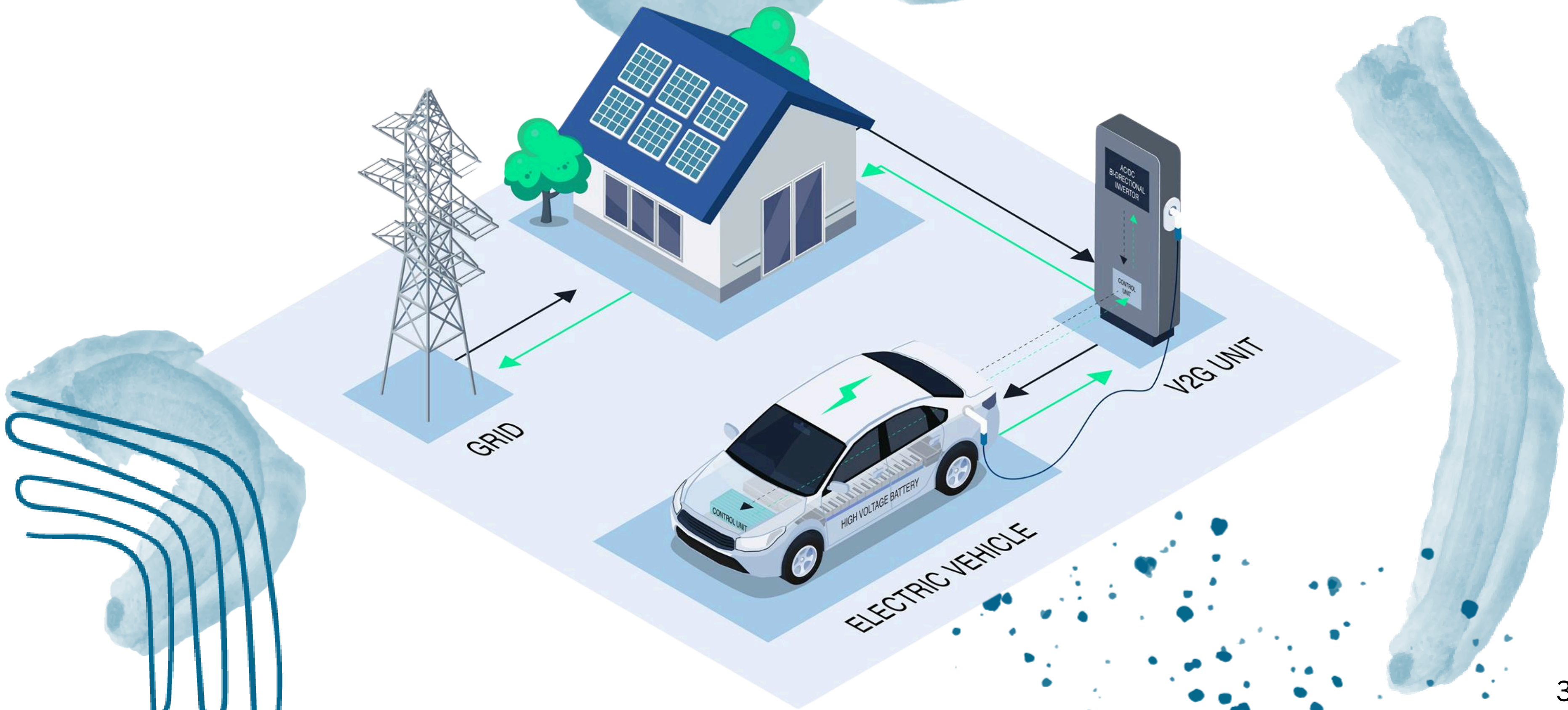
Companies with EV for their employees



Residential EV Owners

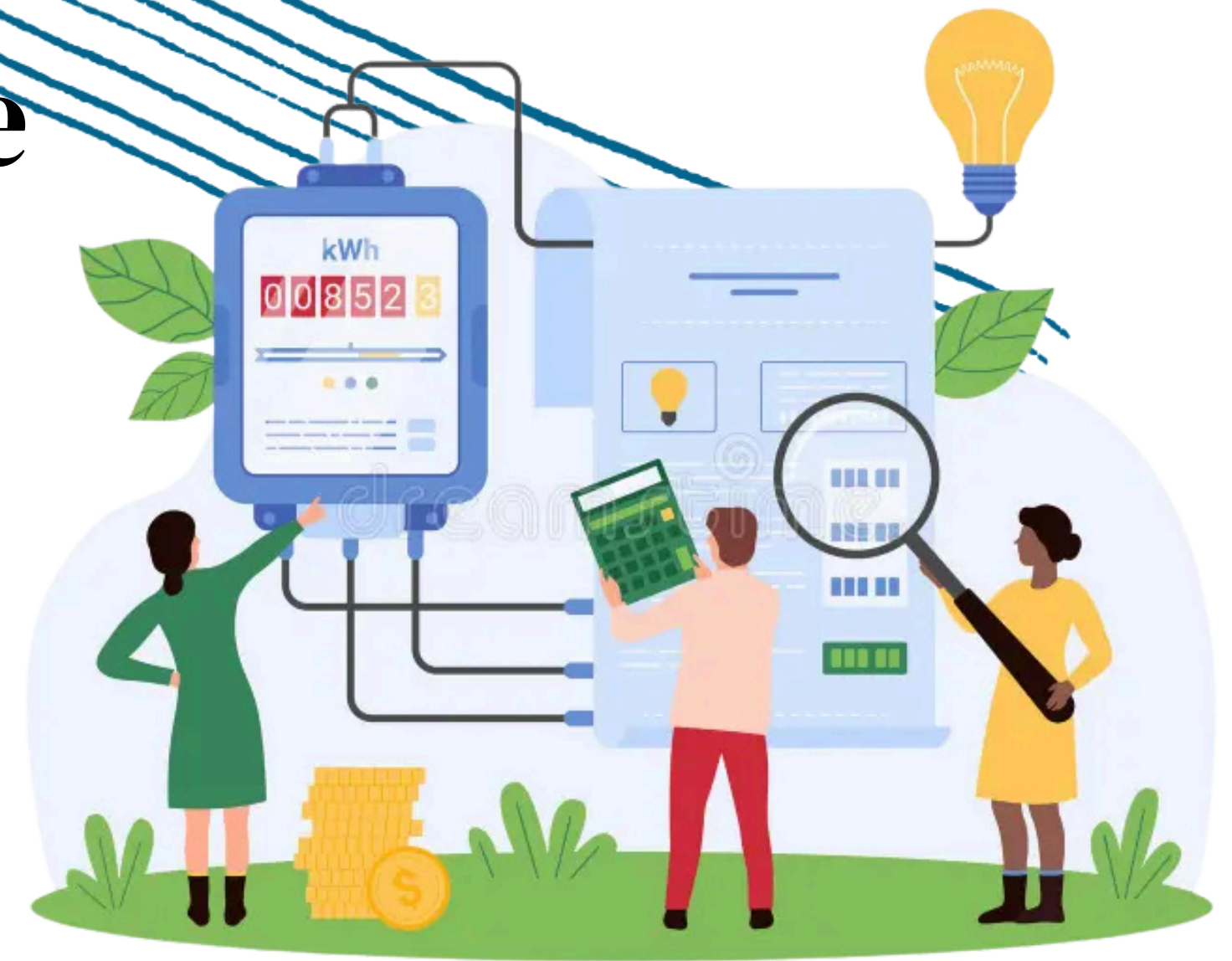


The Solution - A Bidirectional Smart Charger



The Value

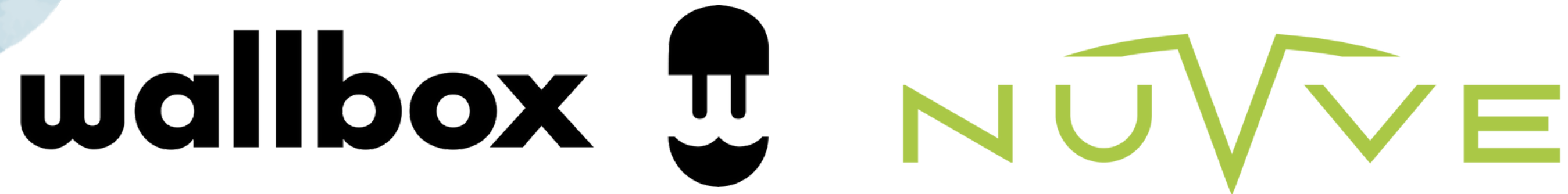
Reduce energy bills



Monetize EV downtime

While guaranteeing operational readiness of the vehicle at all times with **ML models**

Competitors



Market: Spain, France, UK, and Germany



Dreev is a joint-venture by  EDF and 

Market: UK, Italy, Belgium and Germany

Validation - Interviews

Residential EV Owners

Main concern is Battery degradation

Approximately 90% of our interviewees were concerned about the battery degradation of their EV, and think that the possible energy savings don't justify the additional degradation



BMC: CS CR CH



Validation - Interviews

Companies with transportation EV fleets

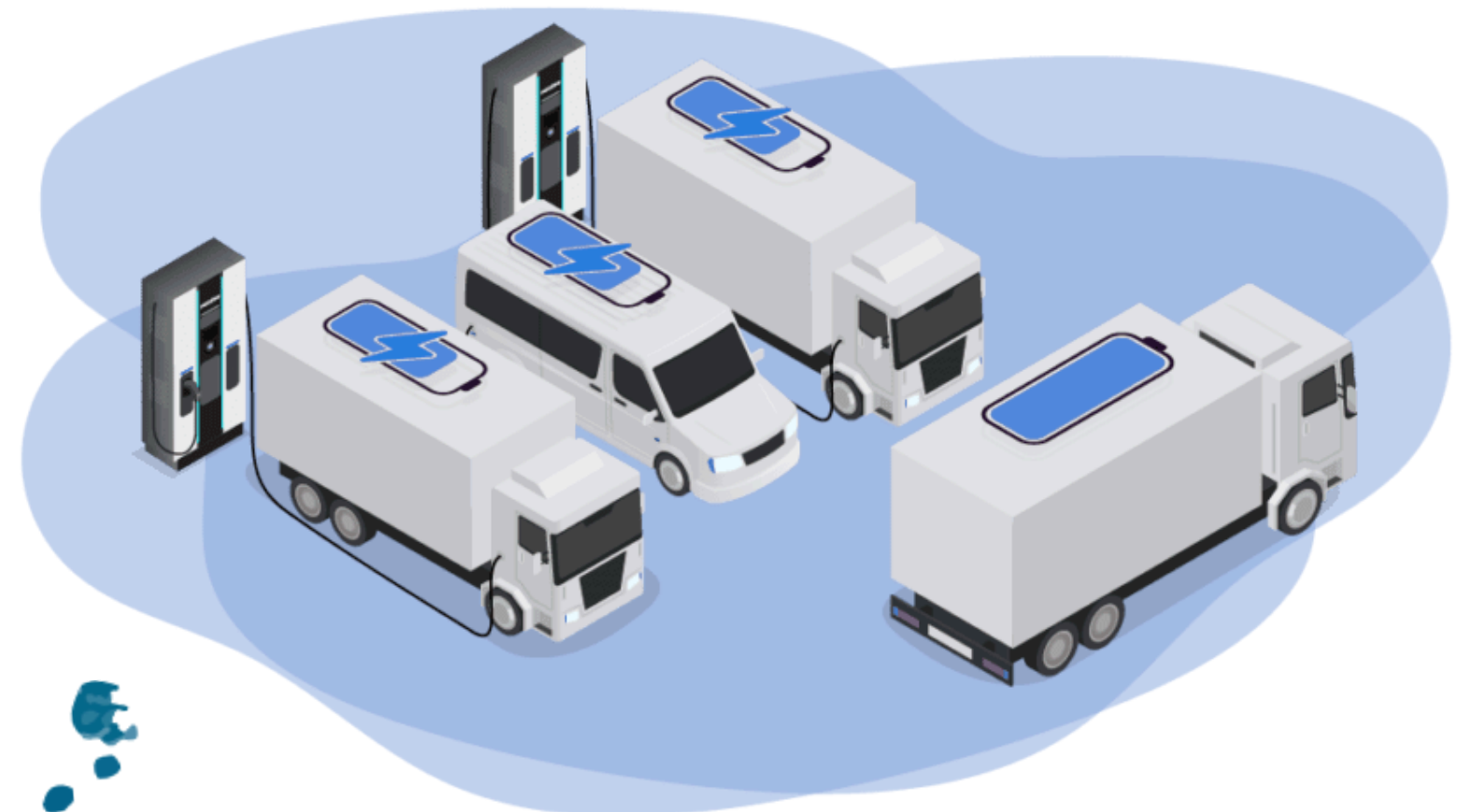
BMC: CS CR CH



Ricardo Rosado- Operations Excellence Manager at Recheio and Mário Marques-National Transport Manager at Recheio

Fleet Strategy

The majority of the fleets of these companies are subleased to a third-party company specializing in transport and product storage, making it infeasible to integrate the solution on a company-wide scale.



Validation - Interviews

Specialists in the energy field

BMC: VP KR KA

Ecological Impact of EVs

EV batteries have a large environmental footprint, maximizing their use without extra degradation is crucial

Prof. Tiago Lopes Farias



Former President/CEO of Carris and
Metropolitano de Lisboa

Market & Adoption Barriers

Portugal's low energy literacy makes individual consumers a difficult market.
Lack of strong incentives for Smart Grid adoption in Portugal compared to countries like Japan.

Prof. Joana Portugal Pereira



Specialist in Low-Carbon Energy
Modeling and Climate Adaptation

Marketing & Sales

How to reach customers and grow

Direct Sales & Business Development

How: Dedicated sales team reaching out to corporate fleet managers, HR, or sustainability departments.

Why: We're dealing with corporate clients, often requiring custom installation or integration.



LeasePlan has partnered with EDP Comercial to offer an integrated electric mobility solution.

Industry Partnerships

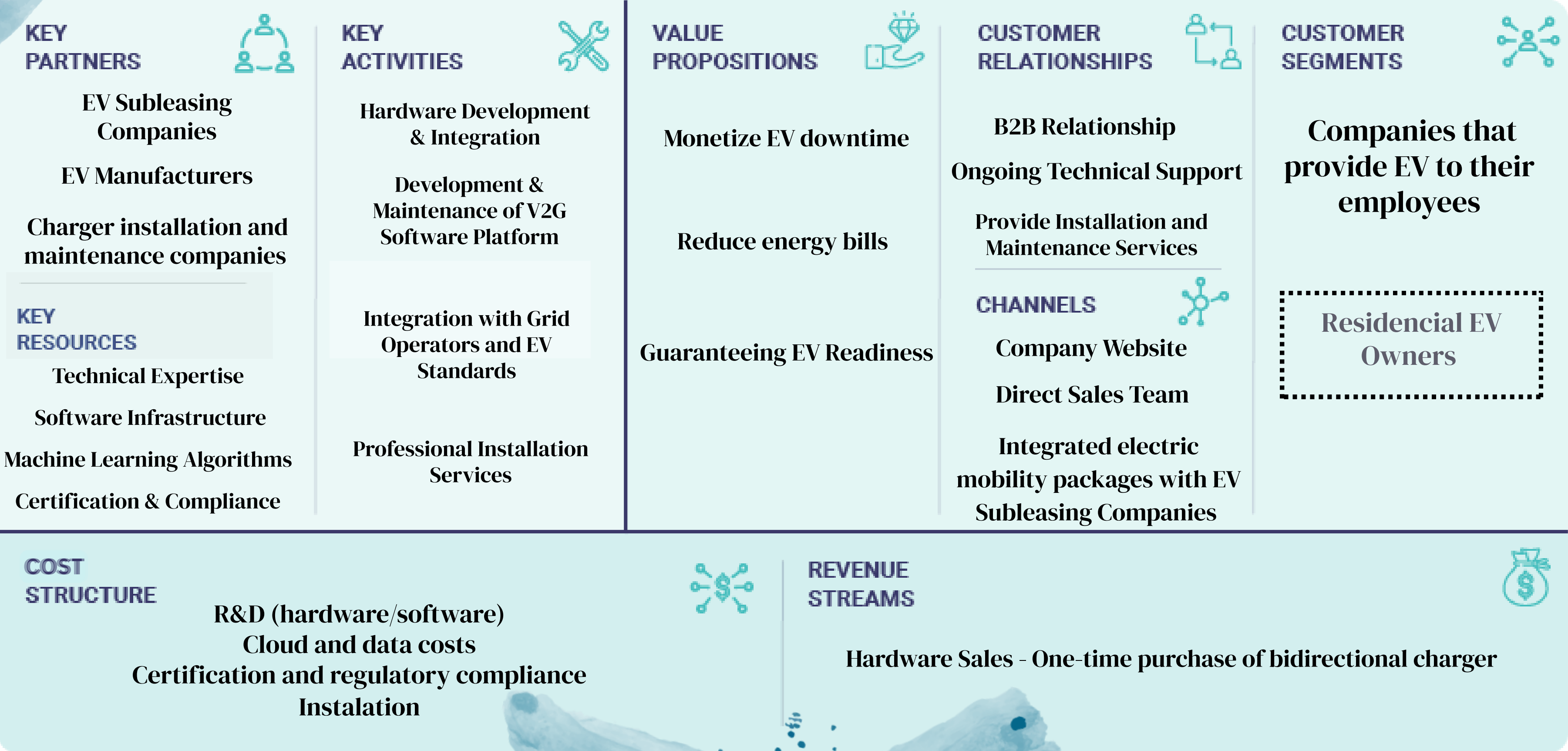
With: EV manufacturers
Subleasing companies

Why: These partners already serve our target customer base.



Nissan has experience in integrating EVs with the grid.

BMC- Bidirectional Smart Charger



The Team



Miguel Ameixa

Role: Marketing
Experience: NEECIST



Miguel Andrade

Role: Engineer
Experience: Software Engineer at
Meterboost



António Ribeiro

Role: Designer
Experience: Synopsys, PSEM,
AEIST, NEECIST



Bruna Ferreira

Role: Business Planing
Experience: Week of
Bioengineering (SBE), NEBIST



Afonso Coelho

Role: Manager
Experience: TSB, Synopsys
and SóTecnica



Rita Mota

Role: Engineer
Experience: Summer
Internship focused on Machine
Learning

Financials

Projections

- Revenue grows from **€46K in Year 1** to **€2.7M by Year 3**
- Gross Margin improves from **42% to 49%**
EBITDA turns **positive in Year 2 (€102K)** and reaches **€758K in Year 3**
- Free Cash Flow becomes **positive in Year 3**
- Total capital required: **€350K** over the first two years

Assumptions

- Charger price: **5000€ per unit**
- Customer Acquisition Cost: **907€** per paying customer
- Backend Cost: **0.5€/charger** per month
- Team: growing from **1 to 6 employees** over 36 months
- CapEx needs: **50000€** allocated to testing, certification and prototyping



Milestones

Month	Milestone	Team Size	Investment
0	Company Inception	1	€50,000
3	MVP Completion	2	—
5	Private Beta Launch	3	€40,000
8	Public Beta Launch	3	—
9	Version 1.0 Launch	3	€60,000
11	Achieve €1K Monthly Revenue	3	—
14	100% Monthly Growth	3	—
17	Hire VP of Marketing	6	€160,000
20	Achieve €10K Monthly Revenue	6	—
30	Achieve €50K Monthly Revenue	6	—
36	3-Year Checkpoint	6	—

Q&A- Ask The Team!



Miguel Ameixa

Role: Marketing
Experience: NEECIST



Miguel Andrade

Role: Engineer
Experience: Software Engineer at
Meterboost



António Ribeiro

Role: Designer
Experience: Internship at
Synopsys, PSEM, AEIST,
NEECIST



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The background features several abstract blue elements: two overlapping watercolor-like shapes in the top left, a series of curved lines in the top right, a large watercolor shape in the bottom right, and a cluster of small blue dots in the bottom left. The word "EXTRAS" is centered in a bold, black, serif font.

EXTRAS

Business Model Search Tool

Member	Hypotheses (#)	Hypotheses (%)	Experiments (#)	Experiments (%)	Interviewer (#)	Interviewer (%)	Scriber (#)	Scriber (%)	Insights (#)	Insights (%)
Afonso	4	16%	3	13%	3	14%	3	15%		
António	5	20%	6	26%	3	14%	5	25%	1	20%
Ameixa	3	12%	4	17%	2	9%	2	10%		
Andrade	4	16%	4	17%	7	32%	3	15%	1	20%
Bruna	5	20%	4	17%	3	14%	3	15%	2	40%
Rita	4	16%	2	9%	4	18%	4	20%	1	20%

Financials

Metric	Year 0	Year 1	Year 2	Year 3
Revenue	€0	€46,500	€833,953	€2,717,030
COGS	€0	€27,018	€468,642	€1,390,785
Gross Profit	€0	€19,482	€365,311	€1,326,245
Gross Margin	—	42%	44%	49%
SG&A Expenses	€85,420	€262,780	€568,080	€568,080
EBITDA	€0	-€65,938	€102,531	€758,165
Free Cash Flow	€0	-€255,938	-€57,469	€758,165
Exit Value	€0	€232,500	€4,169,765	€13,585,150
Total Investment	€190,000	€160,000	€0	€0

Milestones

Month	Milestone	Team Size	Investment	Mkt/m	Add. Serv.	Add. Capex
0	Company Inception	1	€50,000	-	2000	-
3	MVP Completion	2	—	-	0	5000
5	Private Beta Launch	3	€40,000	-	3000	5000
8	Public Beta Launch	3	—	-	0	-
9	Version 1.0 Launch	3	€100,000	3100	-	40000
11	Achieve €1K Monthly Revenue	3	—	3100	-	-
14	100% Monthly Growth	3	—	3100	-	-
17	Hire VP of Marketing	6	€160,000	3100	--	-
20	Achieve €10K Monthly Revenue	6	—	30000	-	-
30	Achieve €50K Monthly Revenue	6	—	40000	-	-
36	3-Year Checkpoint	6	—	40000	-	-